

GMNBR NEWS



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GMNBR PRESIDENT’S MESSAGE

Dear Fellow REALTORS®

As we approach our “warm” climate for New Hampshire, we should be thinking about “warmness!”

“Warming up” to our previous buyer and seller clients by sending a personal letter, note, or email to remind them that we are available for their real estate questions—and thanking them for the confidence they showed in using our services in the past.

“Warming up” to our fellow REALTOR® members, by sending a simple “thank you note”-- for a cooperative transaction-- that made a difficult process seamless,—due to their assistance.

And finally, “warming up” in our personal lives of friends & family members. By thanking them for understanding our “crazy work schedules” and standing by us, while we serve others in our important work--of helping buyers and sellers with their real estate issues.

Our work as REALTORS® demands much of our time and energy in helping others.

Let’s remember that our work may be our life, but our life will be measured by what we have done-- and who we are as family and friends--Something to think about! Our family, our friends, our clients, our customers—our life! How do we measure up?

Wishing you a prosperous spring! Keep in mind, if our board can help—we will try! Just ask!

Thank you for being a member of the Greater Manchester/Nashua Board of REALTORS®! Without you... well, simply put, we would not be the largest local board in New Hampshire!

Sincerely,

Gail R. Athas
Your 2007 President

WELCOME NEW MEMBERS

Please take a moment to recognize and congratulate the newest members of the Greater Manchester/Nashua Board of REALTORS® (GMNBR). Everyone listed below has completed both the GMNBR and the NHAR Orientations and are scheduled to be inducted at the next Membership Meeting to be held on Wednesday, June 13, 2007 at the Manchester Country Club, Bedford, NH. The GMNBR would also like to recognize and congratulate the newest Affiliate members of the GMNBR who will also be invited to the next General Membership Meeting to receive their Affiliate pins.

Christine Andrade

Pristine Homes Realty

William R. Brown

Century 21 – Dick Cardinal Associates

Ryan W. Bump

Martel Realty Group

Peter A. DeFlumeri

Bennett Real Estate Brokerage

Janet Frenette

Kathy Snyder Realty Group

Corey Johnson

ERA The Masiello Group – Hollis

Lisa Johnston

Coldwell Banker – Coulters Realty

Karen Jordan

Help-U-Sell Hendrick Realty

Michalena Krupa

Lee Fitzgerald Real Estate Services

Laurie J. LeMay

Kathy Snyder Realty Group

Jennifer Matseas

Keller Williams Realty – Metropolitan

Kara Metcalf

Kathy Snyder Realty Group

Mary E. Purnell

Erwin Real Estate

Tami Sciola-Borelli

Historic & Distinctive Properties

NEW AFFILIATES

Steve Buckley

Stephen J. Buckley

Julie L. Clark

Horizon Settlement Services

Neil G. Gauthier, Esquire

Gauthier & MacMartin, PLLC

Maureen G. Pearson

Liberty Mutual Insurance Co.

Robert Whittaker

Countrywide Home Loans

APRIL IS FAIR HOUSING MONTH

April as Fair Housing Month with the National Association of REALTORS® and its 1.3 million members will reaffirm their commitment to America's policy of fair housing and pledge to continue their work toward eliminating housing discrimination. This year marks the 39th anniversary of the Fair Housing Act, which protects people from discrimination based on race, color, religion, gender, disability, familial status and national origin. By participating in Fair Housing Month, NAR aims to advance equal access to housing and remind Americans that fair housing is not an option: It's the law. NAR supports equal opportunity in housing by providing courses, programs and awards aimed at meeting the nation's fair housing commitment. NAR has armed REALTORS® with the tools and resources necessary to serve culturally diverse home buyers. For more information on NAR Fair Housing Month please visit:

www.realtor.org/divweb.nsf/pages/fairhousingmonth?OpenDocument

REALTOR® SAFETY – A YEAR-ROUND PRIORITY

Tips to Help You Protect Against Theft

When you're working: Carry only non-valuable business items (except for your cell phone) when you are showing property, hosting an open house, or simply out and about. Don't wear expensive jewelry or watches, or appear to be carrying large sums of money.

If you carry a purse, keep it locked in the trunk of your car during showings.

At property showings, don't leave your own briefcase, purse, laptop or mobile phone in view. (But of course you should have your phone with you at all times.) Wear clothing with pockets so that you can carry your car keys with you.

In your office: Keep all windows and counters clear and free of signs, posters and paint so that people can see in. Make sure that all unused doors and windows are always locked, especially if they are out of sight and earshot. Lock office doors after hours, and consider getting a door that unlocks with a buzzer so that you can decide who to let in.

In your car: Keep your car locked at all times—even when you're in it—with purses, briefcases, gym bags and other apparent valuables out of sight.

In your home: Check the quality of locks on all your entry doors. For real security, each door should have a deadbolt lock with a full one-inch bolt in addition to existing locksets. If you have a door with glass panels within three feet of the lock, install a double-cylinder deadbolt, which requires a key on both sides so that a burglar cannot break the glass and unlock the door. If a door has conventional glass panels, consider replacing them with shatterproof glass or with polycarbonate material.

Protect Your Clients Against Crime: **When you're showing a home, remind your clients that strangers will be walking through their home. Suggest that they put any valuables—including prescription drugs—in a secure hiding place.**

At an open house, be alert to the pattern of visitors' arrivals, especially near the end of showing hours. In some areas, group of thieves will show up together near the end of the open house and, while a string of "potential buyers" distracts the REALTOR®, the rest of the group walks through the house, stealing any valuables they come across.

Finally, when you leave a client's property, whether after an open house or a standard showing, make sure that all doors and windows are locked. Thieves commonly use open houses to scout for valuables and possible points of entry, then return after the agent leaves.

Let your clients know that you will take all of the above safety precautions, but that when they return home, they should immediately verify that all doors are locked and all valuables accounted for.

For more information on the important topic of REALTOR® safety please read the GMNBR REALTOR® Safety Newsletter located online at: www.gmnbr.org/downloads/realtor_safety.pdf, or visit the NAR's Safety site at www.REALTOR.org/Safety.

Source: Source: Source: Nevada County Board of REALTORS® (CA). This article is part of the NATIONAL ASSOCIATION OF REALTORS® 2006 REALTOR® Safety Week Kit.

GMNBR LEGAL CORNER

Disclose, Disclose, Disclose, continued...

In the last article, I covered some of the basic, required disclosures you will encounter in your pursuit of buying or selling real estate. This time I will review some of the less well known issues that may arise.

Megan's Law came about as the result of a tragic incident in New Jersey, where a young girl was assaulted and murdered by a previously convicted sexual offender. The predator actually lived in the girl's neighborhood, but, apparently, no one knew of his past record. This federal law requires certain categories of sexual offenders to register their addresses with the local police. Each state creates a process for collecting, maintaining, and disclosing the information.

In New Hampshire, the local police keep a list of names and addresses of those who are registered. This list is available to the public for review. In most instances, it requires a trip to the local police station where you must show your identification, (to protect against vigilantism), before seeing the list.

What is the duty of a licensee to disclose this information? Good question, the answer to which is still a little hazy. Legislation proposed to address this has not been successful. Realtors have been advised by the legal experts not to go get the lists, not to download them from purported web sites, and not to make the trip to the police station in place of the consumer to "research" the issue. Instead, the advice to professionals in the real estate business has been, and still is, to make consumers aware of the availability of this information and to encourage consumers who deem this an important issue to visit the police station and personally review the list.

Why? The lists are often inaccurate; the offenders are required to register within 30 days of the move, and they often move again when "discovered". Licensees are advised not to take on undue liability by representing that information they have gathered with respect to this issue is accurate. The information may change quickly and without notice.

In the "Seller's Statement of Property Information" form, referred to in my previous article, there is a line that advises the consumer: "You should exercise whatever due diligence you deem necessary with respect to information on any sexual offenders registered under Chapter 651B. Such information may be obtained by contacting the local police department".

"Stigmatized Property" is the term used to describe property in which a homicide, other felony, or violent suicide has occurred. In New Hampshire, neither the owner nor the agent has any pro-active duty to disclose this fact to a buyer. However, if the buyer requests such information and the owner and/or the agent have knowledge of the occurrence, then the owner and/or agent have a duty to answer the buyer truthfully. If this is an important consideration for you or your buyer, be sure to ask the question.

Information concerning whether or not a present or past occupant of the property has or had "HIV/AIDS", is handled very strictly under federal law. Persons with HIV or the AIDS virus fall under a federally protected class. Licensees are specifically prohibited from gathering or disclosing any information relevant to such persons' condition. The only answer a licensee may legally give if asked whether or not a present or past occupant had or has HIV or AIDS is, "I am prohibited by federal law from discussing that issue". To say, "yes", is obviously a violation, and to say, "no", at one property, "no", at another, then, "I can't discuss", is tantamount to saying, "Yes".

As a buyer representative, ask questions about all issues relevant to your buyer's needs, interests, concerns, and requirements for a home. Be prepared to do some leg work your self, and be prepared to be told that some issues are "off limits". As a seller's agent, be honest and accurate, know that there are some things you must disclose, some which are private, and certain items that may affect the property that are entirely out of your seller's control.

Disclosure: I am not lawyer and the above is not to be misconstrued as legal advice. For legal advice on your particular duties and obligations with respect to your particular situation, I always advise: Seek competent legal counsel!

Respectfully Submitted By,
John Doran, GRI, CRP, ABR
2007 GMNBR Legal Committee Chair
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RECERTIFICATION COURSES AT GMNBR

In accordance with the NHREC requirement of 9 educational hours, the GMNBR will be offering core courses and electives at the GMNBR Office. Licensees are required to take one 3 hour core course and 6 hours of electives. All classes have been approved by the Real Estate Commission and will be taught by accredited instructors. You must register for any of the classes, please contact GMNBR at (603) 668-1054 or register online at www.gmnbr.org. Fees will be paid to the instructor at the time of the class. Below is a list of the courses that will be offered during the month of April.

Date	Time	Course	Instructor	Cost
April 3, 2007	9:00 a.m. to Noon	CORE Course	Kathy Roosa	\$40
April 11, 2007	10:00 a.m. to 1:00 p.m.	Elective <i>Understanding & Using Real Estate Auctions</i>	Dick Berman	\$40
April 13, 2007	9:00 a.m. to Noon	Elective <i>The Sales Agreement, It's Your Map</i>	John Doran	\$40
April 19, 2007	9:00 a.m. to Noon	Elective <i>Web Resources for Real Estate Agents</i>	Neal Barrett	\$40

REALTOR® TO REALTOR®

Every month (excluding July and August) the GMNBR Education Committee hosts a REALTOR® to REALTOR® session as a means of continually educating our members on important industry related issues.

In April the GMNBR Education Committee will be hosting its next REALTOR® to REALTOR®. The session will be held on Tuesday, April 17, 2007 from 12:30 p.m. – 2:00 p.m. in the GMNBR classroom. The session will address New Hampshire demographics and will be led by Kim Riddell of National City Mortgage. The session will provide answers to how the industry's changing landscape affects real estate agents, who the future buyers will be and how to turn them into customers for life and how to increase affordability for buyers.

The REALTOR® to REALTOR® is free to all GMNBR members and lunch will be provided. Due to fire code regulations in the GMNBR classroom the REALTOR® to REALTOR® is limited to 50 attendees. Therefore registration for the session will open one week prior to the date and is on a first come – first served basis. Please watch your email for more information on this session and how to register.

TECH TRAINING

Each month the Website & Technology Committee will be presenting a tech training workshop which will seek to provide useful tools and resources for various computer applications.

The next session of the tech training workshops will be held on Friday, April 6, 2007. While many of you may be familiar with Microsoft Outlook, chances are there are a lot of functions this program offers that you are unaware of. The Outlook Basics class will include how to create folders, contacts, emails and sending attachments. The advanced class will cover how to set up email accounts, change your settings and other customized preferences.

- 9:00 - 10:00 AM - Outlook Basics with Terry Kern
- 10:30 - 11:30 AM - Outlook Advanced with Michael Couette

Admission to the tech training workshops are free, however due to the nature of the courses the space available will be limited. GMNBR has enough laptop computers to provide access to up to 12 people. These sessions are expected to fill up quickly and therefore will be on a "first come, first serve" basis. Please watch your email for more information on this session and how to register in the weeks to come!

GMNBR PUBLIC POLICY REPORT

Well, things are beginning to heat up on the Legislative sessions in Concord, and the NHAR Public Policy Committee has been very busy reviewing and keeping up with all the bills that will affect the real estate industry.

First order of business: The NHAR membership received its first “Call to Action” a couple of weeks ago on House Bill 868. This bill would have added an additional \$40 to the recording of each of these documents (not pages): deed, plat and mortgage. These additional fees would go to the Land and Community Heritage Investment Program (LCHIP). The Public Policy Committee was strongly opposed to this tax as a “dedicated fund” and NHAR requested all REALTORS® to contact their state Representatives and Senators in the Ways and Means Committee to voice their opposition. When the bill came out of this committee, however, the recommendation was to add an additional \$.60/thousand on the Real Estate Transfer Tax (RETT). The RETT would now be \$15.60/thousand of the sales price. NHAR has been strongly opposed to any tax increase in the RETT.

Rep. Susan Almy, Chair of Ways and Means introduced an amendment to HB 868 which would ultimately be added to the House Budget. This amendment passed by a 12-5 vote and is now headed to the House Finance Committee. The pending vote will be whether or not to accept the proposed budget amendment from the Ways and Means Committee to increase the RETT. Please contact your local state Representative to voice your opposition on the amendment that would increase in the RETT!!! If you need assistance determining who your legislators are please visit www.gencourt.state.nh.us/ie/whosmyleg where you can do a town by town search.

Another bill that is being looked at closely is SB 176 which is the lead paint bill. The Landlords Association has some concerns regarding the bill. I will keep you posted as to progress of the bill!

On a more local level the City of Manchester has been in the process of developing/updating their Master Plan. In that process the Steering Committee and the Planning Department, over the last year, developed nine issue papers detailing their concerns as to what Manchester should look like in ten years from now. The nine issue papers are as follows:

- | | |
|--------------------------|---------------------------------|
| 1. Community Development | 6. Land Use / Built Environment |
| 2. Economy | 7. Recreation |
| 3. Environment | 8. Social Fabric |
| 4. Housing | 9. Transportation |
| 5. Infrastructure | |

I have copies of these issue papers and I can e-mail it to anyone who would like to review them. I bring this up because I would like to schedule our first Public Policy meeting and have it as an agenda item, as it seems that it would be important to our industry. Also, if anyone from Nashua (or any other city/town) has any knowledge of similar master plans that they may have experienced, I encourage you to attend this meeting and share those thoughts and ideas.

This is also a solicitation to the GMNBR membership to sign up on the Public Policy/RPAC/IMF Committee. For those of you who had signed up I thank you and will be touch with you soon through e-mail with an agenda. To join the committee please email me at gskilogian@aol.com or you can contact Caroline Herron at GMNBR at caroline@gmnbr.org. The two dates I am looking to schedule a meeting on would be Wednesday April 25th or Wednesday May 2nd at 1:00 p.m. Please let me know which one works best for you and I will confirm that date.

RPAC/IMF update – At this point GMNBR is at 63% of reaching Goal. We have just over 1,600 members and a total of 707 contributors, which is about 43% of the membership. It is still early in the year but I just want to keep everyone updated as to our progress and I am hoping that GMNBR can achieve 2 consecutive years of 100% to Goal. Remember, your contribution is an investment in your business and a commitment to preserving the future of our industry. I thank all of the members who have already contributed and a special thank you to the pin Club members.

Finally, I heard a lot of good things from our last membership meeting. I'd like to thank John Doran for his very helpful co-anchoring and the membership for their enthusiasm in the presentation. More to come!!!

Respectfully Submitted, George Skilogianis
2007 NH RPAC Chair / Public Policy Committee Member

NNEREN NEWS

The following is a report of important NNEREN news. The content below was discussed at the March 14, 2007 NNEREN Board of Directors meeting. The following information is extracted from the NNEREN Talking Points which were distributed to each of the local boards. Any questions, comments or concerns regarding the following information can be directed to NNEREN by calling (603) 228-9733.

ACTION ITEMS:

- Ⓡ It was voted to go forward with the Supra Lockbox exchange as an organizational lease by NNEREN with the Participants being responsible for the lockboxes assigned to their office during the six-year term of the contract.
- Ⓡ It was voted to accept the recommendation of the Data Licensing & Non Dues Revenue Committee in regard to two requests. The first was for a NNEREN data feed to newspapers as well as to Boston.com – recommendation that it be denied. The second would allow Rentals to be included in our IDX feed - recommendation was to approve
- Ⓡ It was voted that we add a rule that restricts the selection of town “withheld” to commercial/industrial property type only.
- Ⓡ The Third Party feed presently includes all listings. It was voted that if a listing is checked as “internet – no”, it will appear only on our NNEREN member MLS database and is available for use of members only in the normal course of their business.

NNEREN NEWS:

- Ⓡ Andy Werry reviewed the results of the recent NNEREN survey with 773 respondents. Sixty percent of users have not attended a training session.
- Ⓡ The icon has been added to the NNEREN website for the updated Rules & Regulations. The link to information about NNEREN's Exclusive Agency policy and FTC order is now available on the “About Us” page of NNEREN.com.
- Ⓡ The Executive Committee and Andy Werry met with Joe Cundiff and Allison Duggins of MarketLinx for our quarterly meeting. It was noted that Pocket InnoVia cannot be delivered due to a programming conflict with MS Mobile 5 – it does not support imbedded VB. They will investigate integrating with Pocket Real Estate. MarketLinx is now working on Wireless InnoVia. Andy demonstrated "ProspectPro", an enhanced prospecting program which would offer features **such** as agent branding and direct consumer interaction. Considerable discussion was given to allowing MarketLinx to market the program to our Users or whether NNEREN would provide the upgrade to all our Users as part of their NNEREN dues. It was recommended that this issue go to the Strategic Planning Task Force for review with other possible services.
- Ⓡ Forms Committee has been working **on** user requests for InnoVia revisions and enhancements.
- Ⓡ It was requested that the Forms Committee review whether it is possible to restrict cloning for internal company/firm use. This is especially helpful for companies that do a lot of new construction where fields are identical for multiple lots. Cloning of photos is not allowed.

GMNBR COMMUNITY SERVICE COMMITTEE REPORT

The GMNBR Community Service Committee would like to thank everyone that participated in the committee's recent activities. The committee just wrapped up a very successful fundraiser in cooperation with the Salvation Army. Throughout the month of March members of the committee were out there selling Van Otis chocolate bunnies to raise funds for the Kids Café in Manchester, NH. The committee sold a total of 431 bunnies, an effort that superseded last year's sales by 70 bunnies. The bunny sales raised a total of \$2,586, plus another \$50 in donation bringing in a grand total of \$2,636, all of which will be donated directly to the Salvation Army's Kids Café. Earlier in the month 39 GMNBR members enjoyed a trip to the Foxwoods Casino. Attendees enjoyed plenty of time in the casino and the spa in addition to fun and games on the bus. The net profit of the trip was \$1,000. Finally, the General Membership meeting in March raised a total of \$146 from the 50/50 raffle. A special thank you to Barbara Cunningham who one the 50/50 raffle and donated all of the money back to the committee. The proceeds from the recent fundraising activities (with the exception of the Van Otis chocolate bunny sales) will be used to support the Community Service Committee's activities and donation efforts.

In addition to the committee's recent fundraising events, they have opened the application period for the GMNBR Scholarships. This year the committee will be awarding two (2) scholarships each in the amount of \$500 by June 30, 2007. For more information the GMNBR Scholarship opportunities, please see page 9 this newsletter. Last, but not least, the committee is gearing up for our most anticipated annual GMNBR Golf Tournament. This is a special year for the planning committee as it is the 20th year for the event. In conjunction with GMNBR's Ten-Year Anniversary, this year's tournament is sure to be a monumental event you don't want to miss. This year's tournament will be held on Friday, June 1, 2007 at Candia Woods... please SAVE THE DATE and watch your email in the weeks to come for more information on this exciting event. Once again, thank you all for your support and assistance with the committee's activities this month and throughout the year.

AFFILIATE TO REALTOR® WORKSHOP

The GMNBR Affiliate members are hosting an Affiliate to REALTOR® Workshop on Thursday, April 12, 2007 from 8:30-10:00 a.m. The session will co-sponsored by TD Banknorth and Reid Publications. The workshop will be a two-part presentation: Part 1 – presented by Bob Thunstrom, Mortgage Loan Officer for TD Banknorth will discuss the mortgage application process and why loans are declined; Part 2 – presented by Melissa Murphy, Marketing Consultant for Reid Publications will speak on print and internet advertising, distribution and personal branding.

The Affiliate to REALTOR® Workshops are held once a quarter and are designed especially for REALTORS® that have been in the business for less than one year. The workshops are an opportunity for new REALTORS® to meet the Affiliates that support the Community Service activities and acquire knowledge from seasoned industry professionals.

The challenges that face new REALTORS® are many and vary widely. It is beneficial to discuss the problems you have encountered and how these problems were resolved. The purpose of the Affiliate to REALTOR® Workshops is to offer some free training and provide new REALTORS® with resources and answer questions that have come up during their first year. The participants of the workshops have years of real world experience and can offer some valuable advice to help new agents avoid making costly mistakes.

Please watch your email for more information on this session and how to register.

SEEKING NOMINATIONS FOR GMNBR GOOD NEIGHBOR AWARD

Nominations for the 2007 Greater Manchester/Nashua Board of REALTORS® (GMNBR) Good Neighbor Award are now being accepted! The GMNBR Good Neighbor Award, established in 2002, will recognize GMNBR REALTOR® members who have made an extraordinary commitment to improving the quality of life in their communities through volunteerism.

Nominees will be judged on their level of personal contribution to the community as well as their impact as a role model for other REALTORS®. The Good Neighbor Award is intended to recognize individual contributions not association or company wide efforts. The Good Neighbor Award will receive a \$1,000 donation to a charity of their choice on their behalf.

If you, or someone you know is a GMNBR REALTOR® who could be a candidate for the GMNBR Good Neighbor Award, please fill out the entry form available online at: www.gmnbr.org/downloads/good_neighbor07.pdf and send it to: GMNBR, Attn: Paul Sargeant — Good Neighbor Committee Chair, 166 South River Road, Bedford, NH 03110 or fax to: (603) 627-0936 or email: info@gmnbr.org.

The deadline to submit nominations is Friday, April 20, 2007. The winner of the 2007 GMNBR Good Neighbor Award will be announced at the GMNBR REALTOR® of the Year Luncheon to be held on Monday, May 7, 2007 at the Event Center, CR Sparks, Bedford, NH. The name of the recipient will then be submitted to the New Hampshire Association of REALTORS® (NHAR) on behalf of GMNBR for consideration for the NHAR

GMNBR SCHOLARSHIP APPLICATIONS NOW AVAILABLE

The Community Service Committee of the Greater Manchester/Nashua Board of REALTORS® is pleased to announce the criteria for the 2007 scholarship applications.

Scholarships will be considered from applicants who attend high school in one of the following towns located within the Greater Manchester/Nashua Board of REALTORS® jurisdiction: Amherst, Auburn, Bedford, Brookline, Candia, Goffstown, Hollis, Hooksett, Hudson, Litchfield, Manchester, Merrimack, Milford, Mont Vernon, Nashua and New Boston. Students applying for a scholarship must be enrolled in, or planning to enroll in, a college or vocational-technical school as a full-time student for the 2007-2008 school year. Members of GMNBR and their families are eligible to apply for the scholarship. Members of the GMNBR Scholarship Committee, and their families, are ineligible.

Scholarships will be granted according to the following criterion: Need and Grade Point, Industry Concentration, Extracurricular Activity. The Community Service Committee is dedicated to working throughout the year to raise money for the scholarships by means of raffles and other fundraisers. It is the committee's intention to award two (2) scholarships in the sum of \$500 each by June 30, 2007.

Applications are available online at: www.gmnbr.org/downloads/scholarship_app07.pdf. Applications are due for consideration by 4:00 p.m. on Friday, May 4, 2007. Please note that all scholarship checks will be issued in the name of the student and the school they are, or will be, attending. Applications can be sent to GMNBR, Attn: GMNBR Scholarship Committee, 166 South River Road, Bedford, NH 03110. If you should have any additional questions, please contact Charity Ross, GMNBR Director of Communications & Marketing, (603) 668-1054 / charity@gmnbr.org.

REALTORS® IN THE NEWS

GMNBR OFFICERS ATTEND NEW ENGLAND REGIONAL REALTORS® CONFERENCE

Gail Athas, President and Nancy Philbrick, Vice President, of the Greater Manchester/Nashua Board of REALTORS® recently attended the 2007 New England REALTORS® Conference (NERC) held March 25 through 27 at the Stoweflake Resort & Spa in Stowe, VT. Also representing the Greater Manchester/Nashua Board of REALTORS® was Bonnie Guevin, 2007 President of the New Hampshire Association of REALTORS®

The New England REALTORS® Committee provides a vehicle for New England REALTOR® State Associations to share information, work together for areas of common concern, and to develop future REALTOR® leaders from within the region. The committee also provides a clear and strong regional Voice of Real Estate in National matters. The NERC conference offers bottom-line, business-oriented educational sessions, multi-state networking and access to cutting edge regional and national information. This annual program was hosted by the Vermont Association of REALTORS® (VAR), and the National Association of REALTORS® (NAR) New England Region I Vice President Ken Libby of Stowe, Vt.

The three-day conference, which was open exclusively to members of the six state REALTOR® associations in New England (CT, MA, ME, NH, RI, VT), provided more than half a dozen informative sessions, including a special presentation by Stephen Gower, CSP, a global speaker, on the topic of “What Do They See When They See You Coming?”, along with Former Editor-in-Chief of *The Hotline* and current NBC Political Director on “Inside the Beltway Where the Campaign Never Ends”.

During the conference, Athas, Philbrick and Guevin also participated in a Town Hall Meeting with leadership from NAR including 2007 Treasurer Bruce Wolf and Mark Lesswing, NAR Senior VP of Technology, to discuss the Association Investment Program and the Internet evolution into Web 2.0, regarding the interactive nature of new tools for business expansion. Additionally, the conference included a Legal Update with NAR Associate General Counsel Ralph Holmen, a panel discussion on the Value of Leadership with Moe Veissi, Past Region 5 Regional VP, and Regional Vice Presidents Chris McElroy, NAR Region II Regional VP and Ronnie Thompson, NAR Region 4. Also speaking on the Value of Participation was Gail Athas, current President of GMNBR. Mind Erasing entertainment was provided by Marko, Master Magician and Hypnotist.

GMNBR INDUCTS 14 NEW REALTOR® MEMBERS

The Greater Manchester/Nashua Board of REALTORS® (GMNBR) inducted 14 new REALTORS® at their General Membership Meeting on Wednesday, March 14, 2007 held at the Manchester Country Club, Bedford, NH.

Each of the new REALTORS® have successfully completed real estate training, passed the state examination and have been issued a real estate license from the New Hampshire Real Estate Commission. Additionally, each inductee has completed orientation sessions at both the GMNBR and the New Hampshire Association of REALTORS® (NHAR).

As part of being inducted, each REALTOR® swears to uphold the REALTOR® Pledge: To protect the individual right of real estate ownership, to be honorable and honest in all dealings, to seek to better represent clients and to build knowledge and competence, to act fairly towards all in the spirit of the Golden Rule, to serve the community and through it the country, and to observe the REALTOR® Code of Ethics and conform to its lofty ideals.

The GMNBR inducted the following REALTORS®: Charity Audet, Babar Baig, Elizabeth Culbertson, Karen Delaney, Jeanine Farinella, Richard Hinch, Jody Holt, Susan Lambert, John Magill, Elias Nikitas, Lori Park, Janet Syed, Sheri Wheeler and Jennifer Wormhood. Additionally, the GMNBR recognized the following individuals as new Affiliate members of the Board at the General Membership Meeting: Kathleen Harris of Service Credit Union, Kevin Nadeau of LandAmerica, Lisa Tower of St. Mary's Bank and Robert Whittaker of Countrywide Home Loans.



By becoming a REALTOR® member of GMNBR the inductees will also hold memberships at NHAR and the National Association of REALTORS® (NAR). The GMNBR congratulates and welcomes the new members of the Board and wishes them success in their new career in real estate.

LOCAL REALTORS® DESIGNATED AS SENIOR REAL ESTATE SPECIALISTS

The Greater Manchester/Nashua Board of REALTORS® (GMNBR) announces today that 24 REALTORS® recently earned their Senior Real Estate Specialists (SRES) Designation from the Senior Advantage Real Estate Council (SAREC).

The SRES designation seeks to identify REALTORS® who have met the educational and other prerequisites to assist senior clients with the myriad of choices they face as a homeowner. This special designation course was offered by GMNBR on March 5-6 at the Best Western Conference Center in Manchester, NH.

Each REALTOR® attendee who successfully completed the SRES designation course is now equipped with the knowledge, specific training and expert instruction to assist seniors with their housing needs. These designees possess the expertise to counsel and provide support to their senior clients with life-changing decisions.

The SRES Designation is one of the fastest growing programs with designees in all 50 states. The following REALTORS® are now recognized as Senior Real Estate Specialists in New Hampshire:

Gail Athas, Patricia Brodie, Cindy Butler, Jennifer Campbell, David Charron, Kathleen Chick, Maureen Freeman, Carol George, Maxine Goodhue, David Haschig, Dick Hinch, Amy Komisarek, Fran MacDonald, Elaine Mahoney, Shelley Malone, Jean Marshall, Amy Miller, Sharron Penasack, Christine Picard, Caron Renik, Tracy Murphy Roche, Rick Ruo, Robert Scarponi and Kelly Schleman.

The SRES designation was introduced in 1997 and is nationally recognized. For more information on the SRES designation please visit the SAREC website, www.seniorsrealestate.com. To locate one of these recent designees please the GMNBR website, www.gmnbr.org.



WRITERS NEEDED FOR NEWSPAPER ARTICLES

The GMNBR has a terrific opportunity every week to submit articles relative to the real estate industry in the Union Leader and the Nashua Telegraph Real Estate sections. We wish to extend that opportunity to you and we invite all members and affiliate members to submit articles on behalf of the Greater Manchester/Nashua Board of REALTORS®.

If you have industry expertise or helpful factoids you think would be useful to the general public, please take this opportunity to share that information with us! Or, if you choose, you can create the article in a question answer format in which the article will begin by posing a question that is consumer oriented and then the remainder will seek to provide an answer.

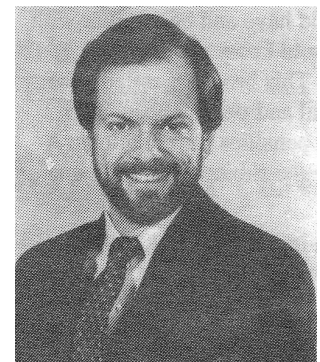
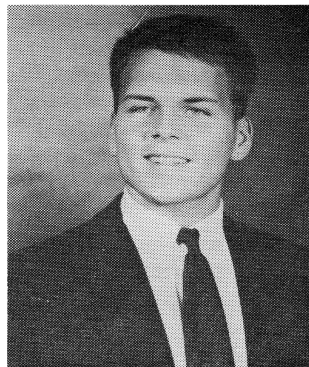
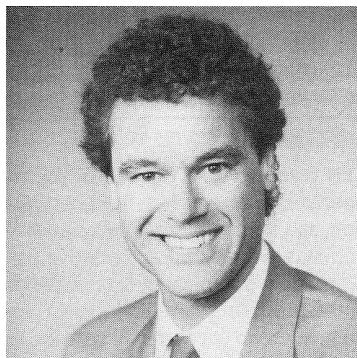
All articles should be 300-1,000 words in length and should pertain to current market information. The articles should be informational only and should not be construed as a press release for an individual or an office. The articles need to have value to consumers on some aspect of the real estate transaction process, whether it be an affiliate provided type of service or part of the agent's duties for their clients and customers.

All articles can be submitted to Charity Ross, GMNBR Director of Communications & Marketing for review and approval by an Ad Hoc committee. Articles shall be emailed to: charity@gmnbr.org. If you are a REALTOR® member of the GMNBR, your name can be included in the byline and will be displayed as: "Submitted by [enter name] on behalf of the Greater Manchester/Nashua Board of REALTORS®". Affiliates will have their company name credited, rather than their personal name. All persons submitting articles must have a statement on file with the GMNBR stating that their articles are written solely by them.

If you have any questions please feel free to contact Nancy Philbrick, GMNBR Vice-President: njphilbrick@comcast.net or Charity Ross, GMNBR Director of Communications & Marketing: charity@gmnbr.org / (603) 668-1054

GMNBR CELEBRATES 10 YEARS – CAN YOU GUESS WHO THESE PEOPLE ARE???

The Greater Manchester/Nashua Board of REALTORS® is about to embark on a special year in celebration of its 10 years together since the merger of the two local boards. Throughout the year we will be recognizing this anniversary in various ways... Starting now with the newsletter. Each month the *GMNBR News* will be including a picture of current GMNBR member(s) who have been with either of the boards over the years. A special prize will be awarded to the person that can correctly identify the individual(s) pictured (Recipient to be determined by a drawing of all respondents). Please check out the pictures below of individuals that have appeared in the *GNBR Board Talk* (1991). Please send your answers to charity@gmnbr.org by 4:30 p.m. on Friday, March 30, 2007. Good luck! Congratulations to Jean Cloutier who correctly guessed who was who in last month's newsletter: Joan Baldessari, Lorraine DeMinicco and Neal Barrett (picture left to right in February 2007 *GMNBR News*).





**GREATER
MANCHESTER/
NASHUA
BOARD OF
REALTORS®**

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Bedford, NH 03110**

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Fax: (603) 627-0936**

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**CHARITY ROSS:
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CONTACT INFORMATION

Are you receiving all of the GMNBR notices?

If you think we need to update our records on you please fill out the form below and return to the GMNBR Office by fax: (603) 627-0936 or mail: 166 South River Road, Bedford, NH 03110

Name: _____

Email: _____

Company Name & Address: _____

Company Phone #: _____

Company Fax #: _____

Home Address: _____

Home Phone #: _____

Cell Phone #: _____

DO YOU RECEIVE OUR EMAILS?

The primary form of communication with our membership is through email. Due to the way our membership database is organized we are only able to email you in a mass group. Unfortunately, an ongoing problem with communicating with the GMNBR membership is that many email programs automatically filter anything sent to a large group of people and mark it as spam. One way to avoid this from happening is to create a rule allowing emails from our office. Please make sure your safe list allows emails from membership@gmnbr.org.

SOMETHING TO ADD?

If you have something you would like to appear in the newsletter please contact Charity Ross at the GMNBR Office to submit your entry charity@gmnbr.org / Phone: (603) 668-1054 / Fax: (603) 627-0936

Newsletters are published on the last day of each month. Please have your submission to Charity no later than Noon on the Wednesday prior to publication

GMNBR NEWSLETTER POLICY

The purpose of the *GMNBR News* is to educate and to communicate the activities of the board and its REALTOR® and affiliate members. We will acknowledge the accomplishments of our members and affiliates and promote activities they sponsor that benefit the community we serve. The newsletter will not print any material that promotes a company, office or individual or groups of same. The Board in its sole discretion, reserves the right to edit or withhold any news items that it deems to be counter to the guidelines as set forth in this policy.